



Vaibhav Chalana

Business Development specialist

Independently Maintaining the relationship between new and long-term clients and building rapport so i can be sure that i understand their needs, their workflow, and their working environment before i recommend a solution.

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☎ 92051-22399

📍 SriGanganagar(Raj.)

WORK EXPERIENCE

Sr. Learning Consultant AAFT Online

05/2021 - 11/2023

Gurugram

-Sell and upsell educational products to new and existing clients through calling and networking - Training of new joinees - Introduced pitch and pricing for every new course - After selling takes care of the entire loan process through 3rd party financial services

Business Development Manager BYJU'S Educational Technology Company

05/2020 - 10/2020

Ludhiana

Sell and upsell educational products to new and existing clients through calling and networking and processing the loan profile with in-house operations team

Business Development Manager Venue Look

07/2019 - 03/2020

Noida

Fix meetings with B2B business owners and making them meet venue looks CEO to let the deal go forward.- Post sales services and handling the entire account for the signed tenure -Manage venue social media presence, leads quality.

Achievements/Tasks

- Top value account closures

EDUCATION

PGDM in Marketing Management NMIMS

03/2019 - 04/2020

Mumbai

Bachelors in Vocational Courses Guru Gobind Singh Indraprastha University,

03/2016 - 04/2019

Delhi

High School Sacred Heart Convert School

03/2015 - 04/2016

Sri Ganga Nagar

SKILLS

Communication and Presentation skills

Motivated

Leadership & Team building

Proficiency in English

CRM- LSQ, Meritto

Googlesheets and Excel

Target Oriented

Rapport Building

Lead generation

HONOR AWARDS

AAFT Online

Highest Revenue Holder

AAFT Online

Closing all the 1st deals for each and every program

Venue Look

Closing the highest revenue and also was leading the B2B side of the business

LANGUAGES

English

Full Professional Proficiency

Hindi

Full Professional Proficiency

Punjabi

Full Professional Proficiency

INTERESTS

Interacting with new people

Cooking

Art & Crafts

Creating Best out of waste

Learning new skills

Travelling